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Automotive News

March 13, 1989

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Europe braces for shocks, but not at Geneva

Product takes spotlight; sporty models featured

By Richard Johnson
AUTOMOTIVE NEWS STAFF REPORTER

GENEVA — The European auto executives who gathered here last week were bracing for two shocks: a long-expected sales downturn and new Japanese marketing and manufacturing thrusts as the 1992 unified market draws nearer.

But neither threat was much in evidence last week as word of robust February sales circulated the show and Japanese makers adopted a lower-than-usual profile.

Geneva was instead a showcase for some bold steps by several automakers. Much of the attention was on image-building initiatives such as General Motors' low-volume Lotus Omega and Alfa Romeo's limited-edition ES-30.

There was also lots of attention given to new coupes and convertibles — some of which were discussed here but not shown.

Mercedes-Benz rolled out its new SL Roadster, the one event most likely to be remembered about Geneva 1989.

GM Europe announced plans for a new coupe; two West German converters showed Volkswagen Corrado convertibles in advance of VW's own; and America's ASC Design surprised Saab a little with a two-door 9000-CD.

Industry executives here expressed hopes that their consensus prediction of a 1989 downturn will not come true. Forecasters have been predicting for more than a year that a downturn is at hand. But unofficial industry sales figures from one manufacturer last week indicated a 10 percent increase in European sales in February, following an 11.5 percent jump in January.

The Japanese are holding market share steady at a politically sensitive time when the European Commission is on the verge of outlining a strategy for the local car industry. They were

see GENEVA, page 55

Limited U.S. sales are planned for VW's supercharged, 160-hp, 4wd Rallye Golf

One of the highlights of Franco Sbarro's 12-cylinder, mid-engine, sports car concept, left, is a hubless wheel, below

PIETER KAMP PHOTOS

Ford's Ghia studio offers a glimpse of motoring in the year 2000 via Ghia Via. The concept vehicle includes fiber optic headlights that can be programmed as spot or fog lamps, a removable photo-sensitive glass roof that filters ultravoilet radiation and a transverse-mounted V-8.

Toyota suit has boon for consumer

By Helen Kahn
SENIOR CORRESPONDENT

WASHINGTON — Toyota Motor Sales U.S.A. has agreed to settle a class-action lawsuit involving Camry brakes by extending a recall that could cost the company more than $100 million and by setting up a consumer education fund that is unprecedented in the auto industry.

The agreement, involving 1983-86 and some 1987 Camry models, was approved last week by California Superior Court Judge Bernard Cooperman in Los Angeles. It ends the April 1988 suit brought against Toyota Motor Sales U.S.A in California by Kathleen Fjermedal on behalf of all similarly situated Camry owners.

The suit involved "excessive brake pulsation," which Toyota says does not affect brake effectiveness. While Toyota denied all liability and said the agreement is to avoid further controversy and litigation, the agreement may mean repairs to as many as 100,000 Camrys at a cost that could reach $100 million, according to an attorney for the plaintiffs.

Brake pulsation — a rough, uneven operation of the brakes — generally occurs while braking at moderate speeds. Neither the Center for Auto Safety nor NHTSA regard it as a safety-related defect.

The center said it had no reports of accidents when in January 1988

see TOYOTA, page 53

TWO FORDS

William Clay retires; son gets U.S. truck job

By David Versical and Richard Johnson
AUTOMOTIVE NEWS STAFF REPORTERS

As Ford Motor Co. Vice Chairman William Clay Ford announced his retirement last week, his son prepared to leave Ford of Europe for a new job in the United States.

William Clay Ford Jr., the 31-year-old managing director of Ford of Switzerland, will take charge of manufacturing and engineering at Ford truck operations July 1. He will join the group in Dearborn, Mich., at the beginning of May for what essentially will be a two-month orientation.

The job is a new position within the organization and will include responsibility for Ford's huge heavy-truck plant in Louisville,

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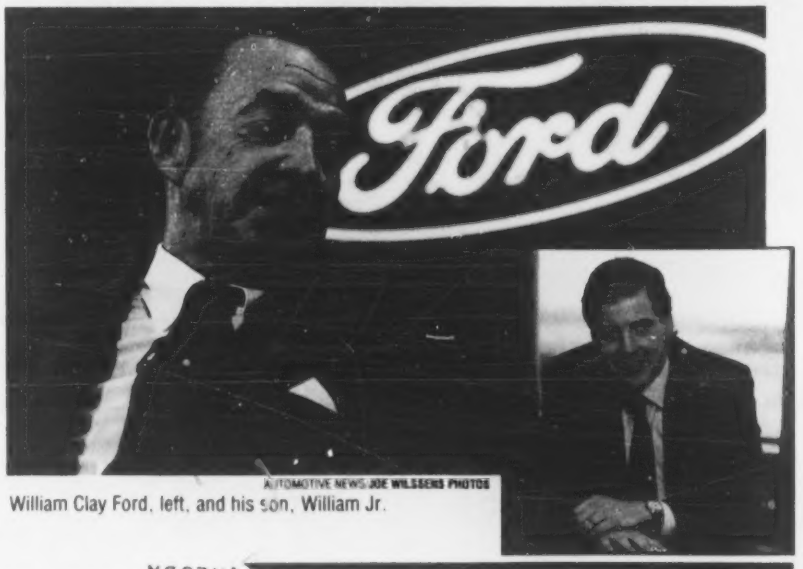

AUTOMOTIVE NEWS JOE WILSEERS PHOTOS

William Clay Ford, left, and his son, William Jr.

5% payout dead, but Stempel pledges to help GM dealers

By Michelle Krebs
AUTOMOTIVE NEWS STAFF REPORTER

DETROIT — In a letter to dealers, General Motors President Robert Stempel said the automaker will help dealers clean out their stocks of 1989 models when the 1990 units arrive, but GM will not pay the traditional 5 percent carryover allowance.

Stempel said GM did not eliminate, but modified, its close-out allowance. He did not specify how GM will help dealers clear out past-model inventory nor how much GM will pay them.

In late February, GM divisions told dealers the payout will be determined later in the year.

Since the 1950s, GM has paid a dealer 5 percent of the retail price of the base car and factory installed options on each vehicle left

see GM, page 56

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Questions remain on runaway cars Page 3

Nissan to double U.S. capacity Page 4

DOMESTIC DAYS' SUPPLIES

	Mar. 1, 1989	Feb. 1, 1989	Mar. 1, 1988
Alliance	—	—	71
Eagle	—	—	61
Premier	159	185	193
Total Eagle	159	185	143
Horizon	119	114	79
Laser	61	100	—
Sundance	78	91	76
Turismo	—	—	112
Reliant	89	72	43
Acclaim	72	63	—
Caravelle	139	108	60
Gran Fury	43	46	53
Total Plymouth	83	86	57
LeBaron K	114	80	119
LeBaron J	99	96	58
LeBaron GTS	249	169	191
Fifth Avenue	217	156	68
New Yorker C	60	52	77
New Yorker E	437	193	26
Total Chrysler	91	81	66
Omni	121	123	97
Shadow	69	86	63
Charger	—	—	115
Daytona	135	128	67
Aries	86	68	55
Lancer	326	215	190
Spirit	72	69	—
Diplomat	62	56	118
Dynasty	48	62	59
Dodge 600	162	136	60
Total Dodge	79	87	69
CHRYSLER MTRS.	87	89	67
Escort	86	90	85
Mustang	60	87	65
Tempo	80	68	46
Taurus	71	78	58
Thunderbird	93	81	90
Probe	84	85	—
Crown Victoria	96	83	61
Total Ford Div.	79	81	66
Lynx/Tracer	147	152	89
Topaz	81	73	62
Sable	87	100	51
Cougar	90	72	96
Grand Marquis	73	57	49
Total Mercury	90	84	67
Continental	54	42	23
Lincoln	71	61	66
Mark VII	136	145	70
Total Lincoln	74	65	58
Total L-M Division	85	78	65
FORD MCTOR CO.	81	80	65
Skyhawk	161	205	78
Somerset/Skylark	93	125	67
Century	67	87	46
Regal	105	141	70
LeSabre	59	85	46
Reatta	168	261	99
Electra	99	127	51
Riviera	120	111	56
Total Buick	86	112	56
Cimarron	21	34	159
Allante	122	146	194
Seville	87	66	55
DeVille	59	61	86
Brougham	93	111	86
Eldorado	97	104	80
Total Cadillac	70	74	86
Chevette	—	—	117
Geo Prizm/Nova	180	129	58
Cavalier	67	74	63
Camaro	98	106	111
Celebrity	64	78	64
Corsica/Beretta	103	115	57
Monte Carlo	42	78	151
Caprice	94	112	88
Corvette	133	156	100
Total Chevrolet	87	97	69
Firenza	75	50	45
Calais	108	116	70
Cutlass Ciera	74	65	37
Cutlass Supreme	81	95	71
Olds 88	83	115	61
Olds 98	87	90	65
Toronado	144	143	62
Total Oldsmobile	85	91	56
Fiero	145	109	79
Pontiac 1000	—	—	28
Sunbird	70	84	57
Firebird	153	164	72
Grand Am	56	68	49
Pontiac 6000	90	112	48
Grand Prix	59	76	51
Bonneville H	97	126	37
Paris./Safari	149	137	54
Total Pontiac	75	92	51
GENERAL MTRS.	83	95	62
HONDA	30	30	11
MAZDA	90	87	51
MITSUBISHI	28	—	—
NISSAN	53	64	96
TOYOTA	28	18	39
VOLKSWAGEN	—	—	127
DOM. TOTAL	78	85	62
Subcompact	55	62	54
Compact	70	75	53
Intermediate	81	89	64
Standard	82	90	63
Speciality	141	167	92

Car inventories: fatter, fattest

Domestics second highest on record; new high for imports

By Roger Rowand
AUTOMOTIVE NEWS STAFF REPORTER

March always is a month of mad hares, lions and lambs and spring training, but this year it may become famous for sales incentives and bulging supplies of unsold automobiles.

Inventories of new imported cars reached record-high levels March 1. Inventories of domestic cars were the second highest on record.

Import stocks on March 1 totaled 720,056 units, representing an 87-day supply at current selling rates, compared with 682,152 units, an 82-day supply, a month earlier. The old record, reached March 1, 1988, was 702,748 cars and a 75-day supply. March 1 supplies averaged 46 days over the last five years.

Domestic-car stocks on March 1 this year amounted to 1,791,970 units, a 78-day stockpile. On Feb. 1, they totaled 1,724,158 units, an 85-day supply, and on March 1 last year, the domestic inventory was 1,608,461 cars, a 62-day inventory. The five-year average for March 1 month was 67 days. The record for inventories of cars made in this country was reached July 1, 1987: 1,900,096 units, a 77-day supply.

Combined foreign and domestic car inventories on March 1 totaled 2,512,026 units, an 80-day supply. That compares with 2,406,310 units, an 84-day stockpile, a month earlier and 2,311,209 units, a 65-day stock, as of March 1, 1988.

A great deal of attention has been focused of late on General Motors' inventories. Some analysts have been saying the size of the company's stockpile would force GM to launch vigorous sales incentives campaigns. GM started this month with 988,847 domestic and imported cars in stock. That was the equivalent of an 86-day supply at current sales rates. A month earlier, GM had 967,069 cars, a 98-day supply, and last year at this time, it had 980,637 unsold cars, a 66-day stockpile.

GM did indeed sweeten its incentives last week, as did Chrysler Motors. Importers kicked off a strong wave of sales stimulators.

L.R. Windecker, sales research and analysis manager at Ford Motor Co., said there is no optimum number of days for an automotive company's inventory. For years, 60 to 65 days was generally accepted as a desirable number.

"There is no 'optimum level of 60 to 65 days' because dealers establish their stock levels based on their requirements, and the seasonal levels vary," Windecker said.

As of March 1, Ford Motor's unsold-car inventory totaled 594,400 units, an 83-day supply, compared with 567,200, or 82 days, a month before and 488,601, or a 67-day stock, as of March 1 last year.

Windecker contends factors such as product complexity, model proliferation and the country's population growth make occasional sales records, inventory records and days-supply peaks inevitable. Inventories and sales over the long term run in waves with opposite motions, he said. As sales rise, inventories decline and as sales dip, inventories rise.

By market classification, the industry's stocks of new cars were divided this way on March 1: intermediate, 44.68 percent; compact, 22.95 percent; standard, 17.86 percent; subcompact, 13.69; and specialty, 0.82 percent.

By nation of origin, the inventory of imports shaped up like this: Japan, 62.19 percent; Germany, 15.14 percent and other nations, 22.67 percent.

Inventory figures include factory stocks, cars at dealerships and those in transit in the United States. Import numbers include port inventories.

IMPORT DAYS' SUPPLIES

	Mar. 1, 1989	Feb. 1, 1989	Mar. 1, 1988
Chevrolet	188	173	140
Chrysler/Mitsubishi	208	202	115
Acura	77	71	24
Daihatsu	89	85	75
Honda	36	29	11
Isuzu	229	176	174
Mazda	62	58	53
Mitsubishi	98	104	111
Nissan	114	91	150
Subaru	24	96	98
Suzuki	119	237	-
Toyota	35	30	23
JAPAN	79	75	71
Audi	146	123	191
BMW	85	79	85
Mercedes-Benz	61	63	45
Merkur	166	90	171
Porsche	180	166	112
VW	156	158	85
GERMANY	115	112	88
Alfa Romeo	124	137	46
Festiva	125	117	108
Hyundai	71	62	50
Jaguar	42	38	49
Peugeot	99	96	167
Pontiac	133	144	170
Eagle/Renault	219	182	51
Saab	63	81	80
Sterling	92	80	67
Volvo	70	53	82
Yugo	428	265	146
Other Countries	99	88	78
Total Import Cars	87	82	75
Geo Tracker	198	130	-
Isuzu	125	134	110
Mazda	79	74	64
Mitsubishi	69	103	64
Nissan*	41	49	159
Range Rover	22	8	29
Suzuki	88	178	106
Toyota	52	49	43
Chrysler	201	173	111
Total Imp. Trucks	74	79	91
Total Imp. Vehicles	84	81	78

*Includes domestic vehicles.

Stodgy market receives incentive injection

By Laura Clark, Francis J. Gawronski and Jim Henry
AUTOMOTIVE NEWS STAFF REPORTERS

Trying to pep up a sluggish market, domestic and import carmakers unleashed a flurry of buyer and dealer incentives last week — just in time for the traditional spring selling season.

Chevrolet, Pontiac, Oldsmobile and Buick last week fine-tuned their incentive programs and added low-interest loan offers for many models. Chrysler Motors responded with a choice of loans as low as 4.9 percent or rebates on selected cars and trucks.

Imports also entered the fray last week: Toyota, Mitsubishi, Hyundai, Suzuki, Mazda, Isuzu and Peugeot announced consumer and dealer cash incentives on 1989 models. Volvo and Lotus also have incentives.

Domestic automakers went into March — traditionally a high sales month — with a 78-day supply but the second-highest number of units ever in inventory. Imports had a record number of units and an 87-day supply, compared to the 46 days usual for them on March 1.

The incentive panorama includes:

BUICK: Buick expanded the number of cars in its low-rate finance program from one to six until April 3. Buick is also offering consumers cash rebates as alternatives.

Buyers of 1988 and 1989 Skyhawk, Skylark, Century, Regal and Electra and 1989 LeSabre models, can receive loans between 4.9 percent for 24 months and 9.9 percent for 60 months.

As an alternative, customers can select rebates of $300 on Skyhawks, $400 on Centurys, $500 on Skylarks, $750 on 1989 Regals with the 3.1-liter engine and $1,000 on 1989 Regals with the 2.8-liter engine, $750 on all 1988 Regals and $1,000 on 1988 Electras.

Rebates on 1989 LeSabres and Electras vary by option package selected. They range from $400 to $1,000 on LeSabre and $500 to $1,500 on Electra.

On LeSabres and Electras in dealer stock or invoiced to dealers on or before March 7, Buick is offering additional discounts of $100 to $500 on option packages.

CHEVROLET: Chevrolet's new incentives include rebates or loans between 4.9 and 8.9 percent until May 2. There is no dealer financial participation required.

Rebates are $300 on Cavalier and $600 on Corsica and Beretta. Chevrolet is offering $750 on Celebrity models with four-cylinder engines and $600 on Celebrity models with six-cylinder engines. The low-financing option is not available on Celebrity.

The division is also offering dealer cash on selected models.

CHRYSLER: Chrysler Motors buyers can choose cash rebates or cut-rate loans on selected 1988 and 1989 cars and trucks. The loan rates are 4.9 percent for 24 months, 7.9 percent for 36 months, 9.9 percent for 48 months and 10.9 percent for 60 months.

As an alternative, the following rebates are offered: $300 on Dodge Aries and Spirit; Plymouth Reliant and Acclaim; Chrysler LeBaron convertible; and Dodge Ram 50, Ram Wagon and Dakota S.

Also, $500 on Dodge Omni, Shadow and Dynasty; Plymouth Horizon and Sundance; Dodge and Plymouth Colt and Colt Vista; Eagle Summit; Dodge Ram Van; Jeep Cherokee two-door and Comanche two-wheel-drive short-bed pickup.

Also, $750 on Dodge Daytona (except Shelby Z), Diplomat and Lancer; Plymouth Gran Fury; Chrysler LeBaron coupe and LeBaron GTS; Eagle Premier; Dodge Raider; and Jeep Comanche (except 2wd short bed).

Peugeot dealers are getting rebates as high as $2,000 on sales of 405 models

Chrysler is also offering $1,000 on Chrysler New Yorker, New Yorker Landau and Fifth Avenue; Dodge Dakota (except S model) and 2wd and 4wd 100 and 150 pickup trucks; and Jeep Grand Wagoneer.

In addition, the rebate is $1,500 on Dodge Ramcharger and $2,000 on Dodge Daytona Shelby, Chrysler Conquest, Eagle Medallion and Dodge 2wd and 4wd 250 and 350 pickup trucks (except diesels).

The Chrysler program began March 11 and has no cutoff date.

ISUZU: Isuzu is paying $500 to dealers for every car, except the Twin-Cam I-Mark, sold through April 14.

LOTUS: When a dealer sells a 1988 Esprit and buys a 1988 model, he receives $1,000 cash for the car he sold and another $1,000 for marketing funds for the car he purchased.

When the dealer sells a 1988 Esprit and buys a 1989 model from Lotus, he receives $500 cash for each. When the dealer buys a 1988 model without a qualifying sale, he receives $500 in cash and $500 in marketing funds. The program ends March 31.

MAZDA: Mazda is paying customers rebates of $400 on 323 models and $750 on 2200 pickups purchased through April 2, and $750 on MX-6 models purchased through April 30.

Mazda also is offering dealers a $299-a-month lease package on 929 models through Mazda American Credit.

MITSUBISHI: Mitsubishi is offering dealer rebates on 1989 Galants and 1988 and 1989 Sigmas and Monteros sold or leased. Dealers will receive nothing for the first three units sold or leased, $500 each for the fourth through 11th and $1,000 per unit for the 12th and above.

A second program invoives the sale or lease of 1989 Precis, 2wd or four-wheel-drive 1988 and 1989 truck, Mirage and cargo van. Payments are $350 for units 4-11 and $700 for 12 and above.

Under Mitsubishi's consumer rebate program, the retail purchaser or lessee will receive $500 on a 1988 Precis and $2,000 on a 1988-89 Starion.

Salespersons who sell an eligible 1989 Galant, Mirage or Montero will receive a chance to win that same model in a drawing. They also receive $100. Mitsubishi's rebate programs run through March 31.

OLDSMOBILE: Until March 31, Oldsmobile is offering buyers a choice of cut-rate financing, a year's worth of gasoline or a cash incentive.

Loan rates range from 4.9 percent for 24 months to 9.9 percent for 60 months.

The free gas offer is worth $509 to $750, depending on model, Olds said. It is not available in Vermont.

Rebates are $300 on Cutlass Calais models not equipped with the Quad 4 engine; $500 on Cutlass Calais models with the Quad 4; $400 on Cutlass Ciera; $500 on Cutlass Supremes with the 3.1-liter V-6; $1,000 on Cutlass Supremes with the 2.8-liter V-6; $1,000 on 88 Royale and Customer Cruiser; and $1,500 on 98 Regency and Toronado.

There is no dealer financial participation required. The new program replaces all regional incentives.

PEUGEOT: Peugeot dealers are receiving rebates as high as $2,000 on sales of 405 models

see INCENTIVES, page 56

Ford to cut supplier list by 400-600

By David Versical
AUTOMOTIVE NEWS STAFF REPORTER

DEARBORN, Mich. — Ford Motor Co. expects to trim 400 to 600 suppliers from its North American supply base in the next few years as it heads closer to launching products under its global development program.

Some suppliers will be shed because they won't reach Ford's standards for quality, said Louis R. Ross, executive vice president, North American automotive operations. Other factors, such as the ability to serve Ford around the world, are growing in importance.

In North America, Ford gets its parts from 2,100 supplier locations. Nearly half of them have achieved the company's "Q1" award, which recognizes suppliers that meet a list of performance standards.

Ford has told its vendors that they must have a Q1 award by Jan. 1, 1990, to be eligible for new business. If a supplier doesn't reach Q1 status by 1992, it won't do any business with Ford.

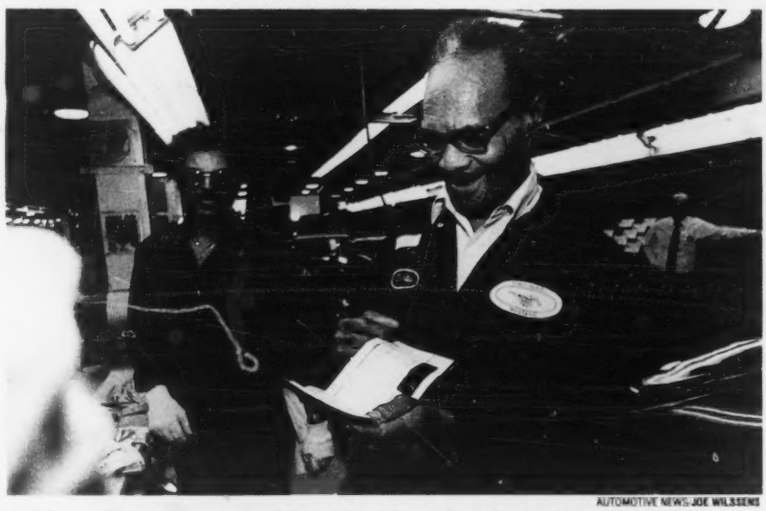
But Ross said that a Q1 award in itself is no guarantee of future business. "It allows you to play poker," he said. "It doesn't mean you're going to win."

Ford and other automakers are relying more and more on "full-service suppliers" — those that can help design and develop groups of parts into automotive systems. In the process, many direct suppliers will become "second-tier" suppliers and provide parts to other, "first-tier" suppliers.

Under Ford's evolving product development strategy, vehicles will be developed in one country for sale around the globe.

The replacement for the U.S. Tempo/Topaz and European Sierra, for example, is being developed in Europe. But it will be assembled in that market as well as in the United States.

"As we pursue these global programs, we will require suppliers who have parallel global strategies," Ross said. "We will initially use the most capable regional suppliers, and later on we will move to those who are the best suppliers on an international scale."



AUTOMOTIVE NEWS/JOE WILSSENS

Joe Hines, a Ford worker, was one of thousands getting profit-sharing checks last week

FORD GAINS: *23% car-market share can be held — Poling*

By David Versical
AUTOMOTIVE NEWS STAFF REPORTER

DEARBORN, Mich. — Ford Motor Co. Vice Chairman Harold Poling said he believes the automaker can hold on to the market-share gains it has posted so far this year and finish the year with more than 23 percent of U.S. car sales.

Ford's sales for the first two months of 1989 were up nearly one percent over last year's, but the overall car market has fallen 10 percent, so Ford has boosted its market share more than two percentage points from year-ago levels, to 23.58 percent. It is the only domestic maker to improve its market share this year: General Motors has lost more than two percentage points and Chrysler Motors has lost more than one point.

While a two-month trend is not a significant pattern, Poling said he believes the company can hang on to much of its gain. Finishing the year at 23 percent would represent another strong increase in an intensely competitive market. In 1988, Ford boosted its car market share from 1987's 20.15 percent to 21.62 percent.

Poling also said he was still bullish about the industry's prospects for 1989 — despite back-to-back increases in the prime rate during February. At 11.5 percent, the benchmark lending rate now stands at its highest point in more than four years.

Ford began the year with the Big 3's most bullish sales projection: 15.4 million vehicle sales. Poling said he's not ready to back away from that forecast yet. But he believes the second quarter will be a strong test.

Many economists — including Ford's chief economist — had predicted that short-term interest rates would peak at mid-year and then decline. It was believed that the hike would slow the economy enough to keep inflation in check.

Poling suggested that any further hikes in interest rates could put an unexpected squeeze on the economy.

"Two increases in the prime in a relatively short period of time have probably caused some concern," he said. "But I think that the underlying strength of the economy still exists. Barring further action on interest rates, I still think we have the opportunity for a better-than-15 million year."

Speaking at the distribution of profit-sharing checks to workers at the Dearborn assembly plant, where the Mustang has been built since its introduction 25 years ago, Poling said Mustang will survive beyond the "early 1990s" if sales hold up at current levels.

So far, the Mazda-built Probe — originally slated as a successor to Mustang — has had no apparent effect on Mustang sales.

Last year, Mustang sales dipped by less than 2 percent to 170,000. This year, they're up 7 percent.

The average Ford payout for hourly and salaried workers was more than $2,800, the company said. In all, 152,407 employees shared $463 million.

Last year, the average payout was $3,700. Although the corporation earned more in 1988 than it did in 1987, the profit-sharing payment was lower. The payout is based on profits as a percentage of sales from U.S. automotive operations, which declined.

NHTSA blames pedal position for runaways

By Diana T. Kurylko
AUTOMOTIVE NEWS STAFF REPORTER

WASHINGTON — A long-awaited NHTSA study concluded unintended acceleration is caused by drivers stepping on the gas rather than the brake pedal, but left numerous unanswered questions about individual cars that the government will continue to investigate.

The report by the Transportation Research Systems Center, the Cambridge, Mass., research arm of the Department of Transportation, said that shift locks appear to partially remedy the sudden acceleration problem.

The report's recommendation that shift locks be considered as a solution does not mean the government will require the devices, NHTSA said. With automakers voluntarily installing shift locks on cars that were reported to suffer from unintended acceleration problems, there may be no need to mandate their installation, said George Parker, NHTSA associate administrator for enforcement.

"It is too early to say whether we will have to require shift locks. Manufacturers need to look at this report and be sensitive to the problem" of unintended acceleration, Parker said.

NHTSA has launched a more detailed study to determine whether there is a correlation between sudden acceleration and the position of pedals that results in drivers hitting the accelerator rather than the brake, Parker said.

"The report did not go far enough to suggest what would be an optimum pedal placement," he said.

"Cars that have a high complaint rate have pedals that are very close together, but there are also cars with the same pedal placement that don't have a high complaint rate," Parker said.

While the year-long study concluded sudden acceleration is a driver — rather than mechanical — problem and looked at 10 models reportedly plagued by the problem, it did not automatically exonerate individual automakers from further scrutiny.

The report ruled out several theories on the cause of sudden acceleration, including cruise control, electromagnetic/radio frequency interference, electronic idle speed control, computer-controlled fuel injection systems, transmissions and brakes.

The initial study was launched because of the repeated reports, injuries and deaths attributed to problems with the Audi 5000, although many other makes have been investigated.

"We only asked the contractor to investigate the possible causes of sudden acceleration. We still need to determine how widespread the problem is," Parker said.

The report does not specifically address complaints of unintended acceleration which plagued the 1976-1988 Audi 5000 and four other types of cars — 1986-88 Mercedes-Benz 300; the 1986-1988

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Mazda faction battles UAW establishment

By Louise Kertesz
AUTOMOTIVE NEWS STAFF REPORTER

An election campaign mounted by the New Directions Coalition at Mazda's new plant in Flat Rock, Mich., is pitting a group of disillusioned workers against local union officers appointed by a UAW regional director.

The incumbents admit to problems juggling Japanese flexibility with the union's rights, but they contend the union is making headway.

The struggle provides a glimpse into the evolution of a local union at a Japanese transplant where workers expected more teamwork and consideration. The dissidents say the American managers at the plant do not treat workers with the "dignity and respect" touted in orientation.

The dissidents — who claim 500 signed endorsements of their platform — will try to win offices in the plant's first elections April 18. The Mazda plant employs about 2,770 workers.

Last week, the conflict led to a complaint of unfair labor practices filed against Mazda by the National Labor Relations Board in Detroit. The complaint was based on charges by New Directions leader Phil Keeling.

The eight-count complaint names 26 top supervisors including James F. Korowin, vice president — manufacturing, and Penny Morey, director of labor relations.

In the complaint, the labor board alleges Mazda issued several unfair rules. Those rules require workers to gain company approval before distributing literature, and off-duty workers are prohibited from distributing literature at the plant. The board also alleges rules prohibit workers from wearing buttons and insignia on uniforms and posting anything but company-approved literature on bulletin boards.

A Mazda supervisor is alleged to have told an employee that a New Directions button showed dissent toward the company. Another supervisor is alleged to have confiscated New Directions literature. A hearing is set May 30 in Detroit. New Directions members said they believe that through the rules and prohibitions, Mazda is trying to suppress their movement.

A Mazda spokeswoman said Friday that the National Labor Relations Board had not contacted the company and Mazda "had no comment on any NLRB action."

But she said, "We respect the rights of our employees to express their opinion and we have not interfered with that right. We have policies that insure cleanliness and safety and that prohibit wearing jewelry or buttons on the production line that interfere with safety or with the quality of the vehicle. But (workers) can wear personal items at any other time, such as during breaks in the cafeteria."

The size of the New Directions group at Mazda is significant because caucuses at traditional plants "tend to be the property of a few politicians," said Jane Slaughter, a staff writer for Labor Notes, a newsletter sympathetic to dissident unionists.

"At older plants, people are pretty cynical. They've seen caucuses come and go," she said.

Members of New Directions at Mazda say they are not dissidents, because most plant workers are dissatisfied. UAW observers say the coalition's victory is by no means assured.

At Mazda, raised expectations have met hard realities. During employee orientation, teamwork in a Japanese plant was depicted as radically different from traditional factory work.

"Maybe some trainers projected it as sort of a country club," said Bob Ramp, a union representative at Mazda's UAW Local 3000.

Others say that the discontent among Mazda

see Mazda, page 20

Trucks dip for month and year

U.S. lines, imports share sales decline

Dealers sold 5.31 percent fewer domestic and imported light trucks in the first two months of 1989 than they did a year ago as February deliveries tumbled 10.75 percent.

Two-month deliveries totaled 701,293 units compared with 740,548 last year. February sales this year dipped to 356,766 units from 399,741 a year earlier.

Domestic light truck sales — pickups, vans, minivans and sport-utilities — fell 12.00 percent in February to 307,169 units from 349,039 a year ago. In the first two months of this year, they were off 4.42 percent and totaled 603,473 units against 631,362 in 1988.

Sales of imported trucks in February eased by 2.18 percent to total 49,597 units compared with 50,702 last year. For two months, sales totaled 97,730 units compared with 109,186 in 1988, a dip of 10.49 percent.

Nissan dealers were among the few retailers bucking the trend to any significant degree. They delivered 15,230 light trucks in February compared with 11,688 a year ago. Through February, Nissan's sales totaled 29,177 units compared with 26,761 in 1988.

Overall, only a few other increases in sales were reported.

Isuzu dealers, for example, moved up to 6,873 sales in February from 5,808 and for the two months totaled 13,499 units against 12,818 a year ago.

Range Rover sales in February climbed to 341 units from 278 and for the two-month period were 836 compared with 525 last year.

LIGHT-DUTY TRUCK SALES

	Feb. 1989	Feb. 1988	2 Mos. 1989	2 Mos. 1988
Vans	13,417	15,548	24,931	27,747
Aerostar	14,569	15,241	28,602	27,548
Club Wagon	1,707	2,385	3,432	4,210
Ranger	21,647	24,091	43,842	45,438
Bronco	4,852	4,231	10,001	8,453
Bronco II	8,775	9,803	18,479	19,355
Pickups	45,187	48,211	88,547	89,382
Ford	**110,154**	**119,510**	**217,834**	**222,133**
Vans	7,855	11,480	14,344	20,624
Sportsvan	763	1,206	1,504	2,210
Geo Tracker	635	0	1,385	0
Astro	9,880	14,593	19,110	24,951
S-10	17,035	22,482	33,184	41,208
S-10 Blazer	13,316	12,515	27,545	23,896
El Camino	0	115	0	290
Blazer	1,821	3,029	3,595	5,401
Suburban	4,784	5,544	9,282	9,582
Pickups	38,666	45,956	74,178	80,248
Chevrolet	**94,755**	**116,920**	**184,127**	**208,410**
Vans	5,201	5,220	9,822	8,725
Ram Wagon	1,827	2,235	3,631	4,082
Voyager	14,022	14,835	27,750	26,593
Caravan	16,950	17,334	31,285	30,024
Mini Ram Van	1,570	1,380	2,576	2,488
Ram 50	2,345	5,833	4,912	9,581
Raider	373	677	1,027	1,595
Ramcharger	1,837	2,274	4,166	3,916
Dakota	7,738	7,269	15,330	14,627
Pickups	7,260	6,376	14,251	13,352
Chrysler	**59,123**	**63,433**	**114,750**	**114,963**
Vans	3,131	3,896	5,829	6,014
Safari	2,299	2,573	4,568	4,495
S-15	3,772	4,884	7,447	7,744
S-15 Jimmy	3,155	3,015	6,740	5,486
Jimmy	537	641	1,117	1,205
Caballero	0	15	0	48
Suburban	1,675	1,838	3,420	3,124
Pickups	10,939	12,748	20,728	20,763
P Model	266	321	645	666
W-4	77	97	185	186
GMC	**25,851**	**29,629**	**50,679**	**49,733**
Wrangler	3,380	2,861	6,451	5,163
Wagoneer	573	752	1,277	1,495
Cherokee	10,610	11,928	22,478	21,408
Grand Wagoneer	765	1,001	1,819	2,355
Comanche	1,958	2,971	4,058	5,606
J-10/J-20	0	35	0	76
Jeep	**17,286**	**19,548**	**36,083**	**36,103**
Toyota	15,280	15,616	30,480	34,200
Nissan	15,230	11,688	29,177	26,761
Mazda	6,183	8,105	13,093	16,424
Isuzu	6,873	5,808	13,499	12,818
Mitsubishi	3,368	4,120	6,263	8,077
Suzuki	2,324	5,085	4,382	10,377
Subaru	0	2	0	4
Range Rover	341	278	836	525
Imports	**49,597**	**50,702**	**97,730**	**109,186**
Industry Total	**356,766**	**399,741**	**701,293**	**748,548**

Compiled by Karen Dellorusso

Class 8 orders rise to beat price hikes

By Joseph Bohn
AUTOMOTIVE NEWS STAFF REPORTER

Heavy-truck orders reached a record level in January as many buyers rushed to beat price increases.

The industry faces major increases next month.

The new hikes, expected to average as much as $2,200 a truck for some manufacturers, stem largely from boosts by engine and component suppliers.

Cummins raised engine prices an average of slightly more than 4 percent. Caterpillar and Detroit Diesel followed quickly, the latter with a hike of nearly 6 percent.

Those increases do not take effect until summer. However, because of the industry's strong order backlog and stretched-out delivery time, they will begin affecting vehicle orders next month.

As David Healy, analyst with Drexel Burnham Lambert of New York, pointed out, backlogs of unfilled Class 8 orders were up 32 percent in the December-January period "and now stretch out to five months' production."

January's order intake translated into an annualized U.S. Class 8 sales rate of more than 250,000 vehicles, according to Frank Prezelski, financial analyst with Deutsche Bank Capital of New York. The industry sold only 173,000 Class 8s in 1979, its best year ever.

Truck manufacturers have been raising prices since last fall, causing some degree of pre-buying.

Navistar announced a 4 percent price hike last fall; Mack, a 1.5 percent hike in December; Freightliner, a 2.5 to 3 percent hike in January; and Kenworth, a 4 percent hike in February. Those increases preceded the recently announced increases by Cummins, Caterpillar, Detroit Diesel and other Class 8 component suppliers.

Terry Young, marketing director for Volvo GM Heavy Truck, estimated prices in the industry could rise another $600 to $1,200.

Edward Raniszewski, director of marketing communications for Mack Trucks, said that if prices go up 4 percent, as some people in the industry believe, it would translate into a $2,200 increase, based on the average $57,000 to $60,000 price of a Class 8 truck.

There is no uniformity in the industry's increases.

Some manufacturers, such as Kenworth and Peterbilt, are heavier users of expensive aluminum for their cab production, for example, making them prone to seek bigger increases.

Raniszewski sees the current actions as "an attempt on the part of the industry to raise prices because they've been held so low for so long. Materials prices have really been escalating."

Most industry officials see the first half of 1989 as very strong and the second half as weaker. The real debate is over how much weaker. That won't be known until March-April order boards are tallied.

Meanwhile, as Prezelski pointed out, the strong demand is enabling manufacturers and suppliers like Cummins to take some real profit — not simply recover part of their costs, as they did when they raised prices last fall.

Cummins officials told a meeting of security analysts recently that after a heavy loss in 1988, they expect earnings per common share to exceed $1 in the quarter ending April 2 as a result of price increases, favorable acceptance of their B- and C-series engines and consolidations in operations.

Cummins plans to sell some operating units in its business information and services group, including Cummins Financial, and receive about $60 million in net cash proceeds.

Navistar adds Class 8 tractor to 9000 premium series

By Robert Deierlein
STAFF CORRESPONDENT

FORT WAYNE, Ind. — Navistar International has introduced a new aerodynamic conventional Class 8 tractor, the International 9400, as an addition to its 9000 premium-line series.

The 9400 model is being built at Navistar's Chatham, Ontario, plant, with full production scheduled to begin in April.

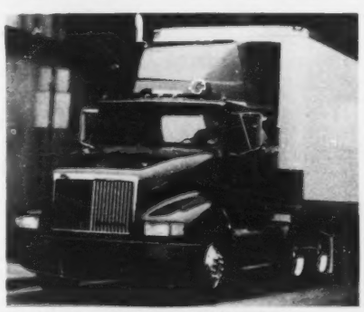
Randy Dennis, Navistar general manager, heavy-duty products, said the design of the new aerodynamic conventional set-back front-axle model will result in significant improvements in fuel economy, maneuverability, ride and performance.

It also is lighter and easier to service for the truckload private carriers and owner-operator buyers at whom the vehicle is targeted, Dennis added.

The new vehicle features front bumper air fairings and a three-piece, rounded front bumper that cuts headwind and reduces the under-truck turbulence associated with conventional-style tractors.

That also helps control the air flow along each side of the vehicle, eliminating any billowing effect from the front wheels, according to Dennis.

The vehicle's hood is 10 inches lower than on other 9000 series models. The truck has rounded fenders; flush-mounted turn signals and headlights; cab roof fairings and side extenders, which are standard on all Navistar's 9400 models with 42-inch and 60-inch flat-roof sleeper boxes as well as on non-sleeper versions.



Navistar's newest — the 9400 tractor

It also features side skirts running from wheel to wheel that manage air flow along each side of the tractor and an optional exterior sun shade located above the windshield that further reduces the drag associated with sun visors.

Company officials said those features will improve the fuel efficiency of the 9400 model 4 percent to 7 percent over a comparable International 9300.

To enhance maneuverability and reduce turning radius, the vehicle's front axle is set back 50 inches from the front bumper.

To improve ride, the truck uses 58-inch taper leaf front springs, premium shock absorbers and one-piece, high-strength drop center frame rails. Weight has been reduced through the use of an all-aluminum cab.

The new model offers a choice of powertrains, including Cummins or Caterpillar diesel engines up to 444 horsepower, and a new crossflow, center-mounted radiator designed to increase the cooling capacity of the higher-horsepower engines.

The vehicle also has a high degree of parts commonality with other 9000 models.

To improve serviceability, access to the rear cab has been incorporated into the wheel-to-wheel side skirting, and the battery boxes are accessible without removing the skirting.

The new tractor has a one-year/100,000-mile warranty on the chassis, which covers 100 percent of parts and labor costs.

It has a five-year/300,000-mile warranty on the Dana transmission and axle and a three-year/300,000-mile warranty on other transmissions and axles, which also covers 100 percent of parts and labor costs. Additional extended warranty coverage is available at extra cost.

CAD system cuts Navistar 9400 development time

FORT WAYNE, Ind. — Navistar's Technical Center provided most of the engineering and design testing for the company's new 9400 model. The center used its advanced computer-aided design capabilities and physical test equipment.

Tech Center officials said they were able to reduce product-development time, investigate increased numbers of design options and generate a common database for remote engineering support, plant engineering and vendor information exchange.

They cited design and development of the 9400's hood, inner reinforcements, side skirts, fender extension, grille, underhood packaging and chassis-related component packaging as examples.

They said that from concept to design completion, creating designs manually for such componentry would have required 49 weeks. Creating a die model of the vehicle would have required an additional 26 weeks. However, with the Unigraphics system, it required only 14 weeks and five weeks, respectively.

Similarly, from concept to production, manual procedures on the same vehicle would have required 30 months, but with Unigraphics it took only 12.

SALES

DOMESTIC CAR SALES

	Feb. 21, to Feb. 28, 1989	Same Period, 1988	Feb. 1989	Same Month, 1988	Jan. 1, to Feb. 28, 1989	Same Period, 1988
Alliance	0	332	0	944	0	1,708
Eagle	0	81	0	281	0	702
Premier	1,333	799	3,390	1,812	6,218	3,355
Total Eagle	1,333	1,212	3,390	3,037	6,[illegible]	5,765
Horizon	809	1,493	2,266	3,500	5,2[illegible]	6,577
Laser	395	0	907	0	1,362	0
Sundance	2,685	2,410	7,054	6,162	13,369	10,850
Turismo	0	69	0	175	0	342
Reliant	1,014	5,240	2,721	14,395	6,529	23,219
Acclaim	1,732	0	3,934	0	6,252	0
Caravelle	28	655	88	2,001	224	4,012
Gran Fury	39	343	336	1,135	841	1,891
Total Plymouth	6,702	10,210	17,306	27,368	33,790	46,891
LeBaron K	37	972	107	2,436	277	4,496
LeBaron J	2,158	4,614	6,523	11,177	13,067	17,285
LeBaron GTS	195	494	468	1,303	1,022	2,861
Fifth Avenue	340	2,462	980	6,454	2,543	11,546
New Yorker C	2,816	1,639	8,346	4,373	17,509	7,413
New Yorker E	4	2,153	11	6,255	36	8,539
Total Chrysler	5,550	12,334	16,435	31,998	34,454	52,142
Omni	902	1,339	2,312	3,050	5,153	5,738
Shadow	2,695	2,547	7,144	7,833	13,154	13,742
Charger	0	52	0	159	0	295
Daytona	1,792	2,226	4,623	5,134	9,222	10,454
Aries	896	4,202	2,657	11,181	6,423	19,289
Lancer	116	366	262	979	637	1,956
Spirit	1,558	0	4,050	0	6,508	0
Diplomat	110	663	494	1,408	1,274	2,466
Dynasty	4,286	1,628	10,691	4,832	18,752	7,411
Dodge 600	28	702	88	1,840	212	3,744
Total Dodge	12,383	13,725	32,321	36,416	61,335	65,100
CHRYSLER MOTORS	25,968	37,481	69,452	98,819	135,797	169,898
Escort	11,390	9,594	29,242	29,026	59,269	57,322
Mustang	5,458	5,825	16,718	15,233	29,095	27,192
Tempo	6,795	8,882	18,814	24,665	40,332	47,086
Taurus	10,307	10,364	27,407	32,521	52,962	62,456
Thunderbird	3,270	3,482	8,712	10,396	17,331	20,964
Probe	3,325	0	9,836	0	19,051	0
Crown Victoria	2,433	3,304	7,254	9,317	15,463	18,188
Total Ford Div.	42,978	41,451	117,983	121,158	233,503	233,208
Lynx/Tracer	1,500	1,888	3,859	5,278	7,967	10,481
Topaz	3,009	2,219	7,313	6,590	15,097	12,793
Sable	3,102	3,827	8,397	10,778	16,005	19,713
Cougar	2,921	3,692	6,645	8,892	13,425	16,832
Grand Marquis	2,943	3,276	7,856	8,963	16,872	16,730
Total Mercury	13,475	14,904	34,070	40,501	69,366	76,549
Continental	1,600	1,054	4,267	3,190	9,323	5,558
Lincoln	2,490	3,022	7,752	10,252	15,884	18,225
Mark VII	743	618	1,890	1,777	3,721	3,370
Total Lincoln	4,833	4,694	13,909	15,219	28,92[illegible]	27,153
Total L-M Division	18,308	19,598	47,979	55,720	98,29[illegible]	103,702
FORD MOTOR CO.	61,286	61,049	165,962	176,878	331,797	336,910
Skyhawk	762	1,401	1,535	3,302	2,917	6,080
Somerset/Skylark	1,970	2,341	4,486	5,981	7,846	10,545
Century	5,214	4,341	11,791	10,946	22,777	20,293
Regal	2,871	3,610	7,194	10,172	12,382	16,886
LeSabre	4,164	6,309	8,932	15,554	16,010	27,497
Reatta	216	48	577	141	980	275
Electra	2,874	2,935	6,613	7,801	11,867	16,500
Riviera	555	528	1,349	1,064	2,653	2,097
Total Buick	18,626	21,513	42,479	54,961	77,444	102,153
Cimarron	19	221	69	578	164	1,112
Allante	98	98	266	243	492	476
Seville	560	821	1,596	1,816	3,483	3,091
DeVille	5,229	4,195	14,044	12,022	26,440	23,534
Brougham	1,165	878	2,899	2,549	5,223	5,187
Eldorado	929	691	2,340	1,673	4,514	3,220
Total Cadillac	8,000	6,904	21,214	18,881	40,316	36,620
Chevette	0	27	0	52	0	102
Geo Prizm/Nova	1,215	5,553	3,394	15,434	7,188	20,529
Cavalier	8,688	8,633	24,654	23,588	46,600	43,671
Camaro	2,857	3,061	7,950	7,127	15,268	12,357
Celebrity	5,992	9,776	17,587	27,212	35,150	46,974
Corsica/Beretta	10,083	14,709	26,690	39,596	60,906	63,068
Monte Carlo	78	1,307	416	3,771	726	7,248
Caprice	4,040	4,967	10,879	13,170	19,838	24,143
Corvette	484	788	1,397	2,048	2,561	3,546
Total Chevrolet	33,437	48,823	92,967	131,998	176,257	221,858
Firenza	0	951	2	2,028	6	3,391
Calais	2,312	3,530	7,254	9,162	14,058	16,674
Cutlass Ciera	4,813	8,204	15,670	20,904	32,705	39,616
Cutlass Supreme	2,319	3,958	10,888	8,863	21,043	15,591
Olds 88	4,859	6,243	12,932	14,858	22,126	30,034
Olds 98	2,055	2,845	5,827	6,631	10,573	13,626
Toronado	273	508	720	1,396	1,444	2,454
Total Oldsmobile	16,631	28,327	53,093	63,841	101,955	121,386
Fiero	80	1,414	226	3,111	591	5,339
Pontiac 1000	0	30	0	49	9	100
Sunbird	2,484	2,708	6,663	7,097	11,572	13,005
Firebird	1,350	2,156	3,643	5,036	6,892	8,622
Grand Am	5,297	6,956	17,540	20,543	31,898	38,182
Pontiac 6000	1,884	3,234	5,774	7,804	10,902	16,610
Grand Prix	4,318	2,367	12,606	5,969	24,339	7,757
Bonneville/I	2,985	4,830	7,597	12,011	13,670	22,760
Paris./Safari	91	267	287	692	593	1,366
Total Pontiac	18,489	23,962	54,336	62,236	100,557	113,740
GENERAL MOTORS	95,183	127,549	284,099	331,917	498,529	595,557
HONDA	11,580	14,470	27,926	27,604	50,024	49,975
Civic	5,341	3,380	12,912	6,565	23,176	12,105
Accord	8,256	11,090	15,014	21,039	28,846	37,870
MAZDA	1,504	906	2,970	1,826	5,535	3,196
MITSUBISHI	449	0	1,240	0	2,047	0
NISSAN	5,177	1,955	9,[illegible]	4,723	16,715	9,837
TOYOTA	7,395	1,438	11,390	3,315	22,166	7,776
VOLKSWAGEN	0	1,874	0	3,977	0	7,163
DOMESTIC TOTAL	208,521	248,742	552,042	649,099	1,082,609	1,180,264
IMPORT TOTAL			198,825	235,216	405,124	464,673
INDUSTRY TOTAL			750,867	884,275	1,467,733	1,644,957

[illegible] Volkswagen totals include U.S.-built models sold after June 30, 1988. Sales charts compiled by Karen Dellowski

Short month brings short market

By Roger Rowand
AUTOMOTIVE NEWS STAFF REPORTER

Some U.S. retailers of automobiles must be relieved that February is a short month.

Sales in the 24 selling days were dismal with bright spots a distinct rarity.

Combined sales of domestic and imported cars fell to 750,867 units, down 15.09 percent from the 884,275 delivered by dealers in February last year.

Sales of domestic cars totaled 552,042 units, off 14.95 percent from 649,059 a year earlier.

MARKET SHARES, Feb. 1989

	Total Sales	Pct. of Total
SUBCOMPACT	76,527	10.19
COMPACT	140,554	18.72
INTERMEDIATE	238,013	31.70
STANDARD	94,482	12.58
SPECIALITY	2,466	0.33
IMPORT	198,825	26.48
TOTAL	750,867	100.00

Retail deliveries of imports eased 15.47 percent in the month to total 198,825 cars vs. 235,216 in the year-earlier month.

There was one more selling day in February 1988.

Imports captured 26.48 percent of the market in February and 27.60 percent for the first two months of this year.

The daily selling rate in February this year averaged 22,985 units, off 11.47 percent from 25,962 per day a year earlier.

Japanese makers and Ford Motor Co. enjoyed market share increases for the month. This is how the market was divided in February, with February 1988 shares in parentheses:

General Motors, 35.52 percent (37.92 percent); Ford Motor, 23.58 percent (21.25 percent); Japanese, 23.48 percent (20.74 percent); Chrysler Motors, 10.43 percent (11.75 percent); European, 5.00 percent (5.61 percent); and Korean, 1.99 percent (2.73 percent).

For the year through Feb. 28, combined domestic and import sales totaled 1,467,733, off 10.77 percent from sales of 1,644,957 a year before. Domestics, with a total of 1,062,609, were off 9.97 percent from 1,180,284 units sold in the first two months of 1988. Import sales totaled 405,124, down 12.82 percent from 464,673 a year ago.

Mitsubishi Motor Sales of America reported record high anymonth sales of 6,517 cars in February, up 25.25 percent from sales of 5,203 last year.

Among the higher-priced cars, where much interest is focused these days, gains were reported in year-to-date sales for BMW, Jaguar, Lincoln, Peugeot and Volvo.

Sales of Yugo in the first two months of 1989 fell to 1,631 units from 5,358 in the similar 1988 period. Sales of Sterling cars through February slipped to 1,400 units from 2,117 last year.

IMPORTED CAR SALES

	Feb. 1989	Feb. 1988	2 Mos., 1989	2 Mos., 1988
Acura	9,465	8,988	18,978	18,025
Alfa Romeo	237	522	455	763
Audi	1,458	1,992	3,267	3,431
BMW	5,736	5,763	11,419	10,359
Chevrolet	7,508	11,300	15,319	21,007
Chrysler	381	893	854	1,442
Daihatsu	1,019	780	2,123	1,783
Dodge	3,061	5,409	6,106	8,902
Ford	6,226	6,060	12,679	11,168
Eagle	2,054	2,244	4,749	4,899
Honda	16,541	18,812	32,099	41,273
Hyundai	14,056	22,536	29,230	44,860
Isuzu	1,251	1,448	2,800	3,009
Jaguar	1,361	1,400	2,853	2,568
Maserati	21	95	43	145
Mazda	15,612	18,413	32,049	36,408
Mercedes-Benz	5,542	5,890	10,578	11,699
Mercury	606	774	1,687	1,503
Mitsubishi	5,277	5,203	10,316	10,483
Nissan	30,361	24,826	59,489	52,627
Peugeot	413	331	861	684
Plymouth	2,737	4,854	5,533	8,111
Pontiac	3,604	3,574	7,341	7,153
Porsche	536	1,417	1,141	2,554
Saab	2,845	3,078	5,280	5,795
Sterling	612	1,166	1,400	2,117
Subaru	13,209	12,590	23,458	22,547
Suzuki	559	0	1,106	0
Toyota	29,421	42,187	65,797	84,316
Volkswagen	6,825	12,768	17,854	23,854
Volvo	7,510	7,161	16,649	15,830
Yugo	761	2,744	1,631	5,358
TOTAL	198,825	235,216	405,124	464,673

*—Volkswagen totals include U.S.-built models sold after June 30, 1988. Sales charts compiled by Karen Dellowski

U.S. CAR SALES BY MARKETING UNITS

	Feb. 1989	Percent Share	Feb. 1988	Percent Share	2 Mos., 1989	Percent Share	2 Mos., 1988	Percent Share
Alfa Romeo	237	0.03	522	0.06	455	0.03	763	0.05
American Honda	53,932	7.18	55,404	6.27	101,101	6.89	109,273	6.64
BMW	5,736	0.76	5,763	0.65	11,419	0.78	10,359	0.63
Buick	42,478	5.66	54,961	6.22	77,444	5.28	102,153	6.21
Cadillac	21,214	2.83	18,881	2.14	40,316	2.75	36,620	2.23
Chevrolet	100,475	13.38	143,298	16.21	193,576	13.19	242,665	14.75
Chrysler	16,816	2.24	32,891	3.72	35,308	2.41	53,584	3.26
Daihatsu	1,019	0.14	760	0.09	2,123	0.14	1,783	0.11
Dodge	35,402	4.71	41,825	4.73	67,441	4.59	74,002	4.50
Eagle	5,444	0.73	5,261	0.60	10,987	0.75	10,664	0.65
Ford	124,209	16.54	127,238	14.39	246,182	16.77	244,376	14.86
Hyundai	14,056	1.87	22,536	2.55	29,230	1.99	44,860	2.73
Isuzu	1,251	0.17	1,448	0.16	2,800	0.19	3,009	0.18
Jaguar	1,361	0.18	1,400	0.16	2,853	0.19	2,568	0.16
Lincoln	13,909	1.85	15,219	1.72	28,928	1.97	27,153	1.65
Maserati	21	0.00	95	0.01	43	0.00	145	0.01
Mazda	18,590	2.48	20,239	2.29	37,584	2.56	39,576	2.41
Mercedes	5,542	0.74	5,890	0.67	10,578	0.72	11,699	0.71
Mercury	34,676	4.62	41,275	4.67	71,053	4.84	78,052	4.74
Mitsubishi	6,517	0.87	5,203	0.59	12,363	0.84	10,483	0.64
Nissan	39,366	5.24	29,549	3.34	76,184	5.19	62,464	3.80
Oldsmobile	53,083	7.07	63,841	7.22	101,955	6.95	121,386	7.38
Peugeot	413	0.06	331	0.04	861	0.06	684	0.04
Plymouth	20,043	2.67	32,222	3.64	39,323	2.68	55,002	3.34
Pontiac	57,940	7.72	66,810	7.44	107,898	7.35	120,893	7.35
Porsche	536	0.07	1,417	0.16	1,141	0.08	2,554	0.16
Saab	2,845	0.38	3,076	0.35	5,280	0.36	5,795	0.35
Sterling	612	0.08	1,166	0.13	1,400	0.10	2,117	0.13
Subaru	13,209	1.76	12,590	1.42	23,458	1.60	22,547	1.37
Suzuki	559	0.07	0	0.00	1,106	0.08	0	0.00
Toyota	40,811	5.44	46,502	5.15	87,962	5.99	92,092	5.60
Volvo	7,510	1.00	7,161	0.81	16,649	1.13	15,830	0.96
VWoA	10,283	1.37	19,737	2.12	21,121	1.44	34,448	2.09
Yugo	761	0.10	2,744	0.31	1,631	0.11	5,358	0.33
TOTAL	750,867	100.00	884,275	100.00	1,467,733	100.00	1,644,957	100.00
TOTAL GM	275,201	36.66	346,791	39.22	521,189	35.52	623,717	37.92
TOTAL FORD	172,784	23.01	183,732	20.78	346,163	23.58	349,581	21.25
TOTAL CHRYSLER	77,705	10.35	112,219	12.69	153,039	10.43	193,252	11.75
TOTAL JAPANESE	175,254	23.34	170,695	19.30	344,681	23.48	341,227	20.74
TOTAL EUROPEAN	35,857	4.78	48,302	5.46	73,431	5.00	92,320	5.61
TOTAL KOREAN	14,056	1.87	22,536	2.55	29,230	1.99	44,860	2.73

Big 3 totals include their captive imports. Percent share may not add up to 100% due to rounding.

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Chrysler-Plymouth	3,001	160	Oldsmobile	3,190	165
Dodge	2,617	150	Pontiac	2,995	160
Ford	4,706	215	Subaru	836	85
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January car sales dip in Canada

Domestic-import total falls 8%, but trucks post slight increase

By Bill Vance
SPECIAL CORRESPONDENT

TORONTO — The long predicted downturn in Canadian car sales finally arrived — not surprisingly — in the dead of winter.

January's combined sales of domestic and imported cars slipped 8.57 percent to 53,986 units, down from 59,045 a year earlier. Sales of domestic and imported trucks, however, managed to register a slim 1.89 percent gain, totaling 29,032 units.

The industry sold 83,018 domestic and imported cars and trucks during January, a 5.15 percent dip from the year-earlier period.

The Big 3's sales of domestically produced cars dropped 11.46 percent from the year-earlier period. Chrysler slipped 20.94 percent, from 7,934 cars to 6,273. Ford was off 9.81 percent, while General Motors lost 8.50 percent.

Jack Clissold, Ford of Canada's vice president — sales and marketing, said the sales drop should not be interpreted as a trend.

"We don't read this as any indication of a sustained slowdown in the marketplace," he said. "Consumer confidence remains high and we're looking forward to brisk early springtime sales."

January 1988 had been a particularly strong month for the company, as Ford Tempo and Mercury Topaz sales surged following a three-month plant changeover.

Optimism also was echoed by Bill Atkinson, GM of Canada's vice president — sales, service and marketing.

"This somewhat slower vehicle sales volume in January is understandable as we are coming off a tremendously strong sales month in December. We are optimistic sales will return to greater levels in the months ahead," he said.

Imported-car sales fell 13.84 percent, compared with January 1988. Volkswagen dropped 27.82 percent; Subaru, 16.46 percent; Nissan, 16.41 percent; Hyundai, 11.30 percent; and Toyota, 7.08 percent.

Chrysler's and GM's import sales gained 25.71 percent and 7.78 percent, respectively. Among upscale imports, Saab posted a 24.73 percent gain, from 93 to 116 units, while Mercedes-Benz's sales increased 20.78 percent. Jaguar slipped 21.25 percent.

On the truck side, imports rose 38.10 percent. Mazda's new MPV helped the company post a 95.06 percent gain over January 1988. The company sold 829 trucks, compared with 425 for the year-ago period.

Suzuki sales were up 49.05 percent on the strength of its new Sidekick model. Nissan's sales, however, were off 5.84 percent.

Domestic truck sales were all down marginally: Ford, 3.31 percent; Chrysler, 2.93 percent; and GM, less than one-tenth of a percent. Overall domestic truck sales decreased 2.25 percent.

CANADIAN CAR AND TRUCK SALES

Domestic cars	Jan. 1989	Jan. 1988	1 mo., 1989	1 mo., 1988
General Motors	17,303	18,911	17,303	18,911
Ford	10,509	11,652	10,509	11,652
Chrysler	6,273	7,934	6,273	7,934
Honda	2,379	390	2,379	390
Volvo	256	119	256	119
Domestic car total	**36,720**	**39,006**	**36,720**	**39,006**
Import cars				
Toyota	3,924	4,223	3,924	4,223
Honda	2,321	3,634	2,321	3,634
Hyundai	1,947	2,195	1,947	2,195
Volkswagen	1,681	2,329	1,681	2,329
General Motors	1,468	1,362	1,468	1,362
Mazda	1,374	1,479	1,374	1,479
Nissan	1,238	1,481	1,238	1,481
Chrysler	1,022	813	1,022	813
Suzuki	431	349	431	349
Subaru	401	480	401	480
BMW	364	362	364	362
Ford	293	420	293	420
Mercedes-Benz	279	231	279	231
Volvo	211	299	211	299
Jaguar	126	160	126	160
Saab	116	93	116	93
Lada	51	81	51	81
Skoda	19	48	19	48
Import car total	**17,286**	**20,039**	**17,286**	**20,039**
TOTAL — ALL CARS	**53,986**	**59,045**	**53,986**	**59,045**
Domestic trucks (including vans)				
GM	9,845	9,929	9,845	9,929
Ford	8,909	9,214	8,909	9,214
Chrysler	6,197	6,384	6,197	6,384
Domestic truck total	**24,951**	**25,527**	**24,951**	**25,527**
Import trucks (including vans)				
Toyota	1,037	935	1,037	935
Mazda	829	425	829	425
Nissan	822	873	822	873
GM	624	61	624	61
Suzuki	471	316	471	316
Chrysler	246	305	246	305
Volkswagen	31	32	31	32
Lada	21	8	21	8
Import truck total	**4,081**	**2,955**	**4,081**	**2,955**
TOTAL — ALL TRUCKS	**29,032**	**28,482**	**29,032**	**28,482**
TOTAL — CARS, TRUCKS	**83,018**	**87,527**	**83,018**	**87,527**

Clean-air onslaught begins in Congress

By Diana T. Kuryliko
AUTOMOTIVE NEWS STAFF REPORTER

WASHINGTON — The auto industry is beginning to feel the sparks of what promises to become a heated debate over clean-air legislation.

At a hearing before the House Energy and Commerce Committee's Health and Environmental Subcommittee, several medical experts cited car emissions as a major source of ozone pollution. Several doctors said ozone poses a significant health risk to children and even unborn fetuses.

Their testimony was countered only by a General Motors doctor, who argued it would take excessive amounts of carbon monoxide to cause harm to healthy humans.

The hearing was one of the first involving a wave of legislation that will attempt to revamp air pollution laws last amended in 1977. The time limit for non-attainment areas to meet clean-air goals has expired. Ninety-six cities failed to meet met air-quality standards for ozone or carbon monoxide by Dec. 31, 1987.

Congress last year extended that deadline six months, but failed to adopt amended legislation before it adjourned last fall.

The Bush administration has promised to introduce its clean-air package in late spring. The auto industry has already mounted heavy lobbying campaigns, fearing the industry could be subjected to extensive new emissions regulations.

Dr. Christopher C. Green, director of GM's biomedical research, testified before the committee that healthy young volunteers were exposed to the currently permitted amounts of ozone for 6.6 hours in controlled chambers and exercised "at a level that far exceeds what most people could sustain for even a few hours."

GM's studies showed the subjects had deviations in lung functions because considerably more ozone was drawn into the lungs, Green said. But the variations in lung functions were reversible, he said.

Recent studies have also failed to support claims that the elderly are at greater risk from ozone exposure, and experiments have demonstrated that older men and women were "far less responsive to ozone than the younger subjects," Green said.

He cited other studies with cigarette smokers, individuals with chronic obstructive pulmonary disease and children that drew similar conclusions.

"In short, there is little evidence, in spite of a great deal of study, to suggest that age or pre-existing respiratory disease predisposes individuals to excess susceptibility to ozone effects in today's ambient environment," Green said.

But Green's testimony was countered by the other expert witnesses, who presented medical studies that showed ozone's detrimental effects.

Dr. Philip Bromberg of the University of North Carolina School of Medicine said carbon monoxide can pass through the blood of a pregnant mother into the fetus and harm it. Dr. Philip J. Landrigan of the American Academy of Pediatrics said heavy exposure to ozone can result in a premature loss of lung elasticity.

AUCTION DATES

Ford Motor Co.

March 14 — Greater Chicago Auto Auction, Chicago; Harrisonburg Auto Auction, Harrisonburg, Va.; and Bay Cities Auto Auction, Hayward, Calif.

March 15 — Albuquerque Auto Auction, Albuquerque, N.M.; Concord Auto Auction, Acton, Mass.; Aptco Auto Auction, Taylor, Mich.; and Metro Auto Auction of Kansas City, Lee's Summit, Mo.

March 16 — Auto Auction of Billings, Billings, Mont.; Greensboro Auto Auction, Greensboro, N.C.; Texas Hobby Auto Auction, Houston; Skyline Auto Exchange; Fairfield, N.J.; and 166 Auto Auction, Springfield, Mo.

Chrysler

March 14 — Florida Auto Auction of Orlando, Ocoee, Fla.; American Auto Auction, Walpole, Mass.; Arena Auto Auction, Chicago; Nashville Auto Auction, Nashville, Tenn.; Portland Auto Auction, Portland, Ore.; Riverside Auto Auction, Riverside, Calif.; Hatfield Auto Auction, Hatfield, Pa.; and Greensboro Auto Auction, Greensboro, N.C.

General Motors

March 13 — Dallas Auto Auction, Grand Prairie, Texas

March 14 — Southern Auto Auction, East Windsor, Conn.; Dallas Auto Auction, Grand Prairie, Texas; and Manheim Auto Auction, Manheim, Pa.

Used Car Sales
Auction Averages

February 89	$5,678
Month ago	$5,545
Year ago	$5,651

Model Breakdown
Auction Averages

	FEB 1989	JAN 1988	DEC 1988
1989 ...	$13,118	$12,109	—
1988 ...	$8,235	$8,612	$9,894
1987 ...	$7,289	$7,136	$7,686
1986 ...	$6,014	$5,944	$4,874
1985 ...	$4,764	$4,873	$4,747
1984 ...	$3,840	$3,760	$3,723
1983 ...	$2,683	$2,795	$2,776
1982 ...	$2,187	$2,246	$2,343
Overall Average	$5,678	$5,545	$5,824

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COX

PRODUCTION

Trucks set Feb. record of 381,046

By Kathy Boyer
AUTOMOTIVE NEWS STAFF REPORTER

U.S. truckmakers cranked out enough units last month to beat the record they set in 1988. Assembly of 381,046 units in February was the highest ever for that month, surpassing the 351,498 built last year.

Last month's truck production fell 226 units short of the January total of 381,272.

Truckmakers scheduled 90,909 units to be built last week, 3.94 percent below the prior week's 94,638 but 3.98 percent more than the year-ago week's 87,429.

Car output for February totaled 609,024, 4.56 percent below January's 638,129 but 8.08 percent more than the year-ago month's 563,508.

Last week's scheduled production of 146,369 cars dipped 4.68 percent from the previous week's 153,560 but rose 7.20 percent above the year-ago week's 136,534.

Companies split last week's targeted output as follows:

General Motors, 47.02 percent; Ford Motor Co., 25.95 percent; Chrysler Motors, 12.09 percent; Honda of America Manufacturing, 5.29 percent; Mazda Motor Manufacturing (USA) Corp., 3.31 percent; New United Motor Manufacturing Inc., 2.73 percent; Nissan Motor Manufacturing Corp. U.S.A., 1.60 percent; Toyota Motor Manufacturing U.S.A., 1.38 percent; and Diamond-Star Motors, 0.63 percent.

GM's Reatta Craft Centre in Lansing, Mich., was closed last week because of slow sales. The plant was scheduled to resume output today.

GM's Doraville, Ga., plant remains idle until March 20 for inventory adjustment.

Trucks at peak in Canada, too

Along with their U.S. counterparts, Canadian truckmakers set a record last month. Production of 86,770 trucks in February was the highest ever for that month, surpassing the prior peak of 80,177 in 1988.

February's truck output was slightly above (0.57 percent) the January total of 86,281.

Last week's scheduled truck output of 21,057 was 3.40 percent below the previous week's 21,798 but 5.06 percent more than the year-ago week's 20,042.

Year-to-date, 207,783 trucks have been built, 8.98 percent more than the 190,666 completed last year at this time.

Car production for February totaled 84,028, 4.87 percent more than January's 80,125 but 8.59 percent below the year-ago month's 91,922.

Targeted output of 20,688 cars last week was 3.06 percent more than the prior week's 20,074 but 5.51 percent below the year-ago week's 21,895.

Chrysler Motors' plant in Bramalea, Ontario, and its Pillette Road plant in Windsor, Ontario, are idle until March 20 for inventory adjustment.

U.S. CAR	Week Ended Mar. 11, 1989	Week Ended Mar. 12, 1988	Week Ended Mar. 4, 1989	Feb. Total	Jan. 1 to Mar. 11, 1989	Jan. 1 to Mar. 12, 1988
Horizon	0	1,725	0	0	0	16,996
Sundance	2,000	2,115	2,269	8,926	23,593	21,140
Reliant	0	2,510	0	0	0	15,357
Acclaim	2,900	0	2,750	10,287	20,805	0
Caravelle	0	506	0	0	0	3,381
Gran Fury	0	103	0	0	0	2,324
Total Plymouth	4,900	6,959	5,019	19,213	44,398	59,200
LeBaron K	0	496	0	0	0	2,710
LeBaron J	1,800	1,926	2,240	9,132	22,552	8,796
LeBaron GTS	0	178	436	1,525	2,946	1,554
N. Yorker C-Class	2,200	2,224	2,359	10,981	25,149	19,781
Fifth Avenue	0	379	0	0	0	10,471
Total Chrysler	4,000	5,203	5,035	21,636	50,647	43,312
Omni	0	1,675	0	0	0	16,627
Daytona	1,800	1,949	2,244	9,127	22,584	7,959
Shadow	2,000	2,285	2,450	9,901	24,150	21,958
Aries	0	2,219	0	0	0	12,217
Dodge 600	0	479	0	0	0	2,886
Dynasty	2,900	2,450	2,900	13,692	32,087	21,754
Lancer	0	226	54	598	1,528	2,414
Spirit	2,100	0	2,200	10,121	19,958	0
Diplomat	0	494	0	0	0	3,837
Total Dodge	8,800	11,777	9,848	43,439	100,307	89,652
CHRYSLER MOTORS	17,700	23,939	19,902	84,290	195,352	192,164
Escort	6,740	2,352	6,292	26,247	74,308	72,352
Mustang	4,120	4,470	4,442	[illegible]2	42,223	44,860
Tempo	3,228	3,987	3,007	12,958	34,387	40,404
Taurus	8,080	7,946	7,739	31,118	79,628	79,429
Thunderbird	3,412	3,352	3,813	15,418	36,344	32,229
Total Ford Div.	25,580	22,109	25,293	103,421	266,890	269,274
Topaz	1,282	1,543	1,364	5,059	13,272	15,611
Cougar	3,435	2,418	3,826	12,958	30,933	25,468
Sable	2,896	2,636	3,056	9,266	26,397	24,610
Total Mercury	7,613	6,597	8,246	27,283	70,602	65,689
Continental	1,438	943	1,648	5,732	15,014	8,600
Mark VII	480	448	551	2,055	6,259	5,401
Lincoln	2,876	2,809	3,294	10,993	26,171	29,983
Total Lincoln	4,794	4,200	5,493	18,780	47,444	43,984
Total L-M Division	12,407	10,797	13,739	46,063	118,046	109,673
FORD MOTOR CO.	37,987	32,906	39,032	149,484	384,936	378,947
Skyhawk	324	1,106	284	830	3,360	6,109
Skylark/Somerset	1,310	346	1,307	5,242	10,127	5,002
Century	1,863	1,875	2,388	7,414	25,062	10,338
Riviera	584	130	712	2,488	6,106	1,416
Electra	1,959	1,253	1,950	7,732	18,508	13,257
LeSabre (fwd)	4,290	2,400	2,236	7,648	14,523	24,100
LeSabre (rwd)	210	219	192	806	2,000	1,248
Reatta	0	97	184	399	1,279	675
Total Buick	10,540	7,426	9,253	32,559	80,965	62,145
Cimmaron	0	117	0	0	0	2,619
Eldorado	943	1,010	744	2,935	7,348	6,018
Seville	584	598	642	2,443	5,718	4,264
Brougham (rwd)	720	0	893	3,918	9,764	0
Deville (fwd)	4,760	3,967	4,685	19,085	44,734	38,832
Allante	75	65	75	300	735	401
Total Cadillac	7,082	5,757	7,239	28,681	68,299	52,134
Cavalier	8,084	7,275	8,027	33,672	83,652	63,883
Camaro	2,525	974	2,574	9,786	24,254	9,235
Celebrity	2,400	4,496	2,997	11,736	35,018	29,030
Corsica/Beretta	8,965	9,132	9,360	37,038	89,098	75,545
Caprice	4,686	3,152	4,940	16,167	38,656	41,774
Corvette	560	449	563	2,100	5,071	4,304
Total Chevrolet	27,220	25,478	28,461	110,499	275,749	223,771
Calais	2,290	2,020	2,298	8,824	17,330	20,663
Firenza	0	482	0	0	0	2,998
Cutlass Ciera	1,460	0	1,854	7,057	16,671	0
Cutlass Supreme	0	2,216	0	9,325	21,568	18,110
Toronado	137	403	150	929	2,465	3,197
88 (fwd)	1,209	3,210	3,981	16,505	35,759	29,045
88 (rwd)	95	152	139	460	1,572	2,595
Olds 98	2,184	1,827	2,192	8,712	20,447	17,329
Total Oldsmobile	7,375	10,310	10,614	51,812	115,812	93,203
Sunbird	4,038	1,983	3,031	12,031	27,820	21,259
Grand Am	5,220	4,856	5,964	20,451	49,732	48,079
Firebird	1,620	972	1,593	6,064	15,221	8,264
Grand Prix	3,980	2,041	0	8,000	23,981	20,048
Pontiac 6000	1,600	2,527	1,951	6,067	18,213	8,198
Bonneville	0	2,002	2,319	9,062	18,605	17,215
Safari/Parisienne	120	177	102	430	1,070	1,214
Fiero	0	613	0	0	0	3,010
Total Pontiac	16,578	15,171	14,960	62,105	154,642	118,177
GENERAL MOTORS	68,795	64,142	70,527	285,656	695,467	549,430
DIAMOND-STAR	922	0	798	2,659	6,363	0
HONDA	7,750	7,068	8,451	33,458	78,803	70,495
Civic	2,550	1,929	2,779	11,324	26,497	16,848
Accord	5,200	5,139	5,672	22,134	52,306	53,647
MAZDA†	4,850	1,668	5,730	20,195	49,087	11,117
NISSAN	2,340	1,484	2,355	9,346	23,086	13,516
NUMMI	4,000	3,331	4,786	16,082	37,934	31,529
Corolla	1,600	1,203	1,874	6,688	16,153	11,064
Geo Prizm/Nova	2,400	2,128	2,912	9,394	21,781	20,465
TOYOTA	2,025	0	1,979	7,854	18,964	0
VOLKSWAGEN	0	1,995	0	0	0	11,799
Golf/GTI	0	1,296	0	0	0	7,899
Jetta	0	700	0	0	0	3,900
Total Cars, U.S.	146,369	136,534	153,560	609,024	1,489,992	1,258,997
Total Cars, Canada	20,688	21,895	20,074	84,028	196,659	220,110
U.S., Canada Cars	167,057	158,429	173,634	693,052	1,686,651	1,479,107
U.S., Canada Cars and Trucks	279,023	265,900	290,070	1,160,688	2,807,553	2,510,749

Monthly estimates may contain error of one or two units due to rounding.
†—Total includes the MX-6 and Ford Probe.

CANADIAN CAR	Week Ended Mar. 11, 1989	Week Ended Mar. 12, 1988	Week Ended Mar. 4, 1989	Feb. Total	Jan. 1 to Mar. 11, 1989	Jan. 1 to Mar. 12, 1988
Premier	0	0	1,275	5,129	10,285	14,440
CHRYSLER MOTORS	0	0	1,275	5,129	10,285	14,440
Tempo	3,385	4,354	3,454	13,098	36,201	40,824
Topaz	1,463	1,341	1,500	6,746	14,277	15,306
Crown Victoria	2,900	2,794	2,780	10,075	26,588	28,315
Grand Marquis	2,862	2,826	2,871	11,997	28,239	27,562
FORD MOTOR CO.	10,610	11,315	10,605	41,916	105,305	112,007
Celebrity	196	241	160	789	1,939	3,675
Cutlass Ciera	3,720	5,440	3,086	15,327	37,020	41,086
Lumina	888	0	705	2,708	4,417	0
Pontiac 6000	0	496	0	0	0	9,376
Regal	3,240	3,579	2,145	9,642	18,832	32,252
GENERAL MOTORS	8,044	9,756	6,096	28,466	62,208	86,389
HONDA	1,650	682	1,714	7,169	16,270	6,154
TOYOTA	204	0	204	678	882	0
VOLVO	180	142	180	670	1,709	1,120
Total Cars, Canada	20,688	21,895	20,074	84,028	196,659	220,110

U.S. TRUCK☆	Week Ended Mar. 11, 1989	Week Ended Mar. 12, 1988	Week Ended Mar. 4, 1989	Feb. Total	Jan. 1 to Mar. 11, 1989	Jan. 1 to Mar. 12, 1988
Caravan	2,000	2,429	2,112	9,726	22,614	19,970
Dakota	2,200	2,865	2,300	9,031	21,708	22,667
Mini-Ram Van	100	141	177	835	1,933	3,188
Pickups	2,200	1,408	2,287	9,018	21,676	11,092
Total Dodge	6,500	6,843	6,876	28,610	67,931	56,917
Cherokee	5,400	3,797	5,156	19,209	45,655	35,566
Commanche	600	1,062	886	3,247	7,410	9,741
Grand Wagoneer	300	348	349	1,400	3,364	2,744
Wagoneer	200	303	248	824	2,059	2,637
Total Jeep	6,500	5,510	6,639	24,680	58,488	50,688
Voyager	1,800	2,094	1,994	9,131	21,820	18,549
Total Plymouth	1,800	2,094	1,994	9,131	21,820	18,549
CHRYSLER MOTORS	14,800	14,447	15,509	62,421	148,239	126,154
Aerostar	3,950	4,363	5,770	19,750	47,727	46,019
Bronco	1,847	1,284	2,103	7,757	19,276	12,588
Bronco II	2,896	2,967	2,931	12,214	28,449	30,564
Econoline	5,231	5,140	5,215	20,863	50,758	51,139
Heavy trucks	1,471	1,364	1,480	5,724	13,577	13,305
Light trucks	11,350	11,639	11,315	45,239	111,396	101,286
Ranger	7,678	7,286	7,433	32,454	74,669	73,274
Total Ford Div.	34,423	34,043	36,247	144,001	345,854	328,175
FORD MOTOR CO.	34,423	34,043	36,247	144,001	345,854	328,175
Astro	3,773	3,708	3,592	14,570	35,081	35,478
Blazer	499	592	609	2,273	5,611	5,609
Mediums/Heavies	0	249	0	0	0	5,275
P-Model	796	0	733	2,742	5,721	8,502
Pickups	9,266	6,801	8,704	37,264	92,627	62,501
S-10	6,124	6,312	5,948	25,738	60,806	54,110
S-10 Blazer	3,548	3,430	4,475	15,633	38,402	29,823
Sportsvan/Van	2,355	1,624	2,005	9,030	18,693	13,511
Suburban	1,411	1,630	1,675	6,505	15,757	14,671
Total Chevrolet	27,772	24,346	27,741	113,755	272,698	229,480
Jimmy	159	223	178	760	1,763	1,792
Mediums/Heavies	0	1,043	0	0	0	9,156
P-Model	15	0	142	586	906	724
Pickups	2,605	2,042	2,785	11,272	28,032	21,394
S-15	1,138	1,809	1,539	5,763	13,825	15,228
S-15 Jimmy	859	882	1,168	4,617	10,632	7,085
Safari	790	1,108	922	3,805	8,777	9,068
Suburban	474	809	680	2,570	6,247	7,573
Vandura/Rally Vans	621	743	368	2,162	4,916	9,484
Total GMC	6,661	8,659	7,782	31,535	75,098	81,504
GENERAL MOTORS	34,433	33,005	35,523	145,290	347,796	310,984
NAVISTAR	1,733	1,653	1,848	7,326	16,997	17,564
NISSAN	2,770	1,531	2,761	11,006	27,283	30,599
AM GENERAL	450	450	450	1,800	4,410	4,500
MISCELLANEOUS	2,300	2,300	2,300	9,200	22,540	23,000
Total Trucks, U.S.	90,909	87,429	94,638	381,046	913,119	840,976

CANADIAN TRUCK	Week Ended Mar. 11, 1989	Week Ended Mar. 12, 1988	Week Ended Mar. 4, 1989	Feb. Total	Jan. 1 to Mar. 11, 1989	Jan. 1 to Mar. 12, 1988
Caravan	3,096	3,052	3,159	12,628	31,660	30,514
Mini-Ram Van	216	349	201	825	2,030	2,504
Ram Wagon	700	532	659	2,735	6,700	4,396
Ram Van	1,650	1,428	1,744	7,001	17,062	10,895
Total Dodge	5,662	5,361	5,763	23,189	57,452	48,309
Voyager	2,832	2,811	2,898	11,587	27,509	28,569
Total Plymouth	2,832	2,811	2,898	11,587	27,509	28,569
Wrangler	1,700	1,058	1,875	7,236	15,166	10,033
Total Jeep	1,700	1,058	1,875	7,236	15,166	10,033
CHRYSLER MOTORS	10,194	9,230	10,536	42,012	100,127	86,911
FORD MTR. (lt. trks.)	3,648	3,605	3,520	13,900	34,227	35,810
Light trucks	3,310	3,400	3,507	14,460	34,176	31,784
Vans	1,545	1,280	1,293	5,728	14,232	12,966
Total Chevrolet	4,855	4,680	4,800	20,188	48,408	44,750
Light trucks	1,490	1,647	1,848	6,987	16,039	15,373
Vans	600	654	820	2,871	6,594	5,615
Total GMC	2,090	2,301	2,668	9,858	22,633	20,988
GENERAL MOTORS	6,945	6,981	7,468	30,046	71,041	65,738
NAVISTAR	270	226	274	812	2,288	2,207
Total Trks., Canada	21,057	20,042	21,798	86,770	207,783	190,666
U.S., Canada Trks.	111,966	107,471	116,436	467,816	1,120,902	1,031,642

☆—Includes window van production. *—Estimated.
Jeep includes commercial only. AM General includes government-destined vehicles.
Miscellaneous includes estimates for Mack, Volvo-White, Kenworth, Peterbilt, Freightliner, Mercedes-Benz, etc.
Monthly estimates may contain error of one or two units due to rounding.